Founded in 1842, the New York Philharmonic is the oldest symphony orchestra in the United States, and one of the oldest in the world. Each season the Philharmonic connects with up to 50 million music lovers through live concerts in New York City and on its worldwide tours and residencies. David Geffen Hall, the home of the Philharmonic, is currently under renovation and the orchestra is performing in several different venues this season. The new hall will re-open to the public in the fall of 2022 with state-of-the-art acoustics and more inviting spaces.

The New York Philharmonic seeks a Senior Vice President for Philanthropy and Special Advisor to the President who will report to President and Chief Executive Officer, Deborah Borda, on all Philharmonic fundraising.

Responsibilities include:

- Oversee all aspects of the New York Philharmonic’s development efforts including its historic campaign, in collaboration with the President and CEO.
- Lead the identification, cultivation, solicitation, and stewardship of individuals, corporations, and foundations for major gifts to support the annual fund and campaign, including convening the Development Committee and other volunteer committees as necessary.
- Serve as a catalyst for the identification of new major donors, both individuals and institutions.
- Lead the organization in uncovering new sources of contributed revenue with the capacity to contribute to the campaign, as well as future initiatives of the New York Philharmonic.
- Oversee the accuracy and integrity of the New York Philharmonic’s prospective donor and prospect pipeline.
- Coordinate the staffing and preparation of the President and Chief Executive Officer, board and campaign chairs, as well as other leadership volunteers in their fundraising activities.
- Work with the President and Chief Executive Officer and Vice President, External Affairs to develop and integrate a comprehensive communications strategy to support campaign and annual fundraising goals.
- Provide leadership in the build-out of the New York Philharmonic’s stewardship and event program as it relates to all fundraising efforts including the campaign, overseeing the reporting requirements, which convey to donors how their gifts have been utilized to include endowment reports, acknowledgement letters and cards, and presidential correspondence.
- Provide vigilant monitoring of and reporting on campaign and annual fundraising progress, recommending changes to plans and forecasts as appropriate.
- Oversee the policies, strategies, and tactics that ensure donor and prospective donor relationships are tracked to preserve institutional history and mitigate risk.
- Identify trends and develop recommendations for continuous improvement.
- Demonstrated commitment to valuing diversity and contributing to an inclusive working environment.
- Miscellaneous duties as assigned.
Requirements:

- A bachelor’s degree and at least ten years of progressively responsible fundraising experience in a major arts-related institution, non-profit organization, educational institution or other environment of similar complexity with multiple stakeholders, including a record of successful solicitation and stewardship of transformational gifts.
- Enthusiasm for the New York Philharmonic’s mission, history, and programs.
- Superior presentation skills, including the presence to deal effectively with senior level executives, government officials, and high level donors.
- Excellent communication skills, including the ability to write and speak clearly and deliver an effective, coherent, and consistent message.
- A communication style that is open, cordial, and compelling.
- An ability to create and communicate excitement about the Philharmonic’s mission, history, programs and fundamental strengths.
- A passion for seeking philanthropic support to advance the goals of the organization.
- Superior interpersonal skills, an engaging manner, and the capacity to inspire and motivate staff, administrative and artistic leadership, volunteers, donors, and prospects, together with the ability to make the appropriate connections among members of these groups and to nurture strong and long-lasting corporate and individual relationships.
- An ability to work collaboratively with other colleagues within the Philharmonic community while demonstrating cultural sensitivity and a strong respect for differences.
- An understanding of and support for the importance of educating the broader community and region about the benefits of giving to the New York Philharmonic in support of its primary mission to expose people of all ages to the beauty and power of music.
- Familiarity with technology and other innovations that can streamline the campaign process and contribute to the integration of the fundraising functions.
- A sense of urgency, a clear set of priorities, a strong work ethic, and the ability to adapt to changing circumstances in a highly collaborative environment.
- A creative approach to problem solving and the ability to take advantage of emerging opportunities.
- A good sense of humor, a high level of energy, self-confidence, a positive “can-do” attitude, diplomacy and the ability to function at peak in a high expectation environment.

The New York Philharmonic offers a competitive salary and comprehensive benefits package to our full-time employees including:

- Medical Dental and Vision coverage
- Employer contributions to the 403(b) plan after one year of employment
- Employer paid Life and Disability insurance
- 12 Holidays
- 20 Vacation days in 3rd calendar year of employment
Please submit a resume and a cover letter along with your salary expectations to resumes@nyphil.org.

No phone calls, please. Although we appreciate your interest, we will only contact applicants we are considering for interview.

_The New York Philharmonic is an Equal Opportunity Employer and does not discriminate on the basis of age, immigration or citizenship status, color, disability, ethnicity, gender, gender identity, marital and partnership status, national origin, race, religion, sexual orientation, veteran or active military service member or any other characteristic protected by federal, state or local laws in its employment policies._